

Tobacco Company


D. L. BOMGARDNER
Key Account Manager

486 Thomas Jones Way, Suite 200
Exton, PA 19341
610-280-9113
Fax: 610-280-9118
Voice Mail: 800-757-8255, Ext. 4672

May 14, 1998

To: All Division Managers and Sales Reps With Responsibility for 7-Eleven Chain
ID 0001-04-02.
ROU's 1210, 1310, 1610, 1710, please distribute.

Subject: **7-Eleven Approved Contract Plan Exceptions**

Dear Ladies and Gentlemen:


Currently, there are a variety of merchandising contract plans and payment rates in the system. I understand that there may be special situations where we had to contract with a Franchise Operator under a different plan; however this should be on a exception basis.

In order to provide Southland with information relative to the "exception" scenarios, I need your assistance as follows:

- Attached is a spreadsheet and a list of stores in each Sales Rep's territory that have contracts signed other than the \$250.00/Month Special 7-Eleven Contract. I need each Sales Rep to provide me with specific information as to why we have elected to sign these calls on a different plan. I would appreciate a response no later than June 1, 1998.
- Also Attached is a list of the approved contract plans.

If you have any questions, please give me a call.

Sincerely,


D.L. Bomgardner
DLB: jh

51853 4610

7-ELEVEN STORE LIST
STORES CONTRACTED UNDER PLANS OTHER THAN THE "SPECIAL 7-ELEVEN AGREEMENT"

ATTACHMENT II

[illegible]

51853 4611